

Message Text

UNCLASSIFIED

PAGE 01 STATE 188858

51

ORIGIN OPIC-12

INFO OCT-01 EA-11 ISO-00 EB-11 TRSE-00 COME-00 L-03 /038 R

66653

DRAFTED BY OPIC/T, LEO NIELSON, DEP. TREAS.

APPROVED BY EB/IFD/OIA/RJSMITH

OPIC/GC, M. WISS

EB/IFD/OIA, DHSTEBBING

OPIC/T, LEO NIELSON

EA/IMS:ARDORNHEIM (INFO)

----- 085321

P 261608Z AUG 74

FM SECSTATE WASHDC

TO AMEMBASSY JAKARTA PRIORITY

UNCLAS STATE 188858

E.O. 11652: N/A

TAGS: EINV

SUBJECT: P.T. UNITED COCONUT (TINA) INDONESIA

PLEASE PASS TO CHARLES LIPMAN, OPIC.

1. FOLLOWING TELEX RECEIVED AUGUST 127 FROM A. BARAMULI:
QUOTE: REFERRING TO OUR TELEX AUGUST 23 I HAVE COME TO THE
CONCLUSION THAT JORDAN LACKS MONEY FOR OPENING L/C. FOR THIS
REASON HE WANTS THE PURCHASE OF HIS SHARES TIED IN THE MARKETING
AGREEMENT. MY CONCLUSION IS, THAT IT IS NOT NECESSARY TO SELL
PRODUCT THROUGH JORDAN. ALL RISKS OF SELLING SHOULD BE FOR THE
ACCOUNT OF THE REMAINING UNICOTIN SHAREHOLDERS. POLECO INTENDS
TO BUY UP TO 27.3 PERCENT OF PICA'S SHARES AND GENTREX
SHARES (22.3 PERCENT). ENDQUOTE.

2. REF. ABOVE TELEX, SEE NO PROBLEM IN HAVING SEPARATE
AGREEMENTS AS TO MARKETING AND PURCHASE OF SHARES. AGREEMENTS
COULD BE SIGNED SIMULTANEOUSLY.

3. REF. "JORDAN LACKS MONEY". IF JORDAN RECEIVES AMOUNTS
PREVIOUSLY OFFERED BY POLECO, DOLS 1.50 PER SHARE FOR 75,000
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 188858

SHARES AND DOLS 2.10 PER SHARE FOR 75,150 SHARES OR A TOTAL OF

DOLS 270,315, JORDAN SHOULD BE IN A POSITION OF SUPPORTING THE ESCROW OF DOLS 100,000 AND FUTURE LETTERS OF CREDIT. S. STEIN ADVISES BARAMULI IS SEEKING A REDUCTION IN THE SALES PRICE OF JORDAN'S SHARES.

4. PICA EXPECTS TO CONSUMMATE SALE OF 137,500 SHARES AT U.S. DOLS 1.50 TO P.T. POLECO ON AUGUST 30, 1974, FOR TOTAL PURCHASE PRICE OF U.S. DOLS 206,250, ONE THIRD (1/3) OF THE PURCHASE PRICE PAYABLE IN CASH ON AUGUST 30, AND REMAINING TWO THIRDS (2/3) IN SIX EQUAL MONTHLY INSTALLMENTS COMMENCING SIX MONTHS AFTER DATE OF SIGNING, WITH INTEREST AT A RATE OF TWELVE PERCENT PER ANNUM.

5. GENTREX ADVISED TODAY IT WAS AUTHORIZING ITS REPT. SCHRIEN TO SELL ITS 124,850 SHARES TO P.T. POLECO ON FOLLOWING BASIS:

U.S. DOLS 1.50 PER SHARE PAYABLE ONE THIRD (1/3) SEPTEMBER 30, 1974, ONE THIRD (1/3) DECEMBER 31, 1974 AND ONE THIRD (1/3) JUNE 30, 1977. GENTREX ALSO WISHED THE RETURN OF ITS DOLS 20,000 ADVANCE OVERRUN FUNDS. OPIC ADVISED GENTREX IT WOULD PERMIT THE RETURN OF SAID DOLS 20,000 ONLY FROM INJECTION OF OVERRUN FUNDS FROM P.T. POLECO'S ASSUMPTION OF PROJECT COMPLETION AGREEMENT.

6. S. STEIN ALLEGES JORDAN HAS MADE THE FOLLOWING CONCESSIONS IN HIS NEGOTIATIONS WITH TOM BROWN, BUT THAT BARAMULI IS REALLY NOT (REPEAT NOT) SEEKING AN AMENDATORY MARKETING AGREEMENT WITH JORDAN:

(A) PRICING FORMULA MODIFIED FROM 10 TO 5 PERCENT, PLUS DISCOUNT OF 1 PERCENT TO CASH PURCHASERS.

(B) DEFICIENCY SHIPMENT PERIOD MODIFIED FROM 12 TO 6 MONTHS.

(C) FAIR CLAUSE REMAINS AS IS.

(D) ARBITRATION CLAUSE MODIFIED TO ICC.

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STATE 188858

(E) TERM OF AGREEMENT REDUCED FROM 8 TO 5 YEARS. KISSINGER

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, AGREEMENTS, STOCKS (SECURITIES)
Control Number: n/a
Copy: SINGLE
Draft Date: 26 AUG 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE188858
Document Source: CORE
Document Unique ID: 00
Drafter: T, LEO NIELSON, DEP. TREAS.
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740238-0451
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740817/aaaaanxn.tel
Line Count: 109
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN OPIC
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: martinjw
Review Comment: n/a
Review Content Flags:
Review Date: 17 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <17 JUN 2002 by reddocgw>; APPROVED <24 JAN 2003 by martinjw>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: P.T. UNITED COCONUT (TINA) INDONESIA PLEASE PASS TO CHARLES LIPMAN, OPIC.
TAGS: EINV
To: JAKARTA
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005